boat-builders and a nearby sawmill. Large areas, cainginș of the past, are covered with cogon grass; corn is the principal crop. The region is full of stumps and charred or decaying tree trunks. Many house walls are made of bark peeled from trees in the nearby forest. Mangoto is a community of Christian farmers many of whom have specialized in boat construction. 101

Arranging for the Purchase of a Boat

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It is customary for a Siaton fisherman who wishes to buy a boat to contact a Tanjay contractor. One boat contractor, who had been in the business for nearly 30 years, reported there were three "old-timers in Tanjay besides the newcomers." Usually the buyer tells the contractor the type of boat desired and what he will pay. The buyer depends on the contractor to see that the boat is properly built and delivered within the agreed period.

Some buyers, however, go to the barrio with the contractor to discuss the boat with the workers and even to select the tree. Often the buyer pays down one-half of the price; the remainder of the fee is paid upon delivery. However, one Siaton informant stated:

> This is not often done. Many workers cannot be trusted. This is why you need a contractor who will see that the work is done properly and the workers do not loaf.

When the contractor is paid one-half of the boat's full price he may share part of this money with his workers. Other buyers refuse to give either the contractor or the

workers an advance on an order. One Siaton fisherman paid some workers in this community one-half of the contracted price for a boat that never was delivered. 437 396 472 675

The contractor usually discusses the order with the workers he plans to employ. As one contractor said; "I talk with them to see if they feel the arrangements I made are reasonable." The contractor receives no fixed percentage for his middleman activities; "what he gets depends upon the generosity of the buyer and the workers." Actually the contractor's bargaining position is excellent; he can contract with another group to build the boat if he does not anticipate a fair share of the profit. The boat-makers in Mangoto are farmers who earn money by building boats during slack periods.

The contractor's percentage appears to vary from 10 to 20 per cent of the total contracted price of a baroto, and from 10 to 15 per cent for a banca. In 1950 one contractor arranged for the construction of more than twenty boats; he received from $1.75 to $2.50 on a baroto and from $10 to $20 on a banca. Boat prices vary with their size. Before the last war a baroto sold for as little as three dollars whereas a banca brought between $25 to $30. Today's prices are inflated. A baroto costs $10 to $15 and a banca $75 to $200.

Some good-sized boats are built in Mangoto; I saw a large parao being pulled to the Tanjay River. This parao had been built for a Cebu fisherman who stayed in the barrio during its construction. Thirty carabao were 396 501 483